



AQUACULTURE BUSINESS MENTORING PROGRAMME™

AQUACULTURE BUSINESS MENTORING PROGRAMME™

The **AquaBioTech Group** offers a six (6) week **Aquaculture Business Mentoring Programme™** for new or aspiring entrepreneurs who want to get to grips with the aquaculture business. The main objective of the programme is to help them acquire the necessary skills and competencies while they learn about the different research and business disciplines they have to consider when entering in the aquaculture industry. This tailor-made programme aims to bridge the knowledge gap between the academic knowledge and the industry requirements with a goal to successfully transform good ideas into business and investment perspectives. By the end of the programme the participants are expected to have acquired a good level of knowledge of the aquaculture sector. The **Aquaculture Business Mentoring Programme™** is designed for young and new entrepreneurs, graduate students, small businesses and those interested to invest in aquaculture from the European Union and South Mediterranean.

The **AquaBioTech Group** is an international consulting company strategically located in the centre of the Mediterranean on the island of Malta, although operating globally with clients and projects in over fifty-five countries.

The **AquaBioTech Group** undertakes a variety of aquaculture, fisheries, marine surveying, aquarium and aquatic environmental projects through its regional offices and selected partners throughout the world.

As part of its sustained commitment to increase training and educational opportunities in themes related to the blue economy, the **AquaBioTech Group** also offers a number of short specialised programmes in the aquaculture and the marine industries.

SKILLS AND COMPETENCIES

- Technology transfer
- Starting new business
- Improve technical knowledge
- Develop leadership and management skills
- Develop of a customer-supplier relationship
- Internationalisation and access to new markets
- Development of patents and protection of industrial property

TAILOR-MADE TRAINING

Tailor-made training caters directly for the needs of each mentee. This means that courses are organised for small groups of a maximum three (3), from one or several organizations, sectors or regions. They can be designed to upgrade knowledge and skills, introduce new technologies, strengthen sector performance and increase the investment readiness level (IRL) and the technological readiness level (TRL) of the entrepreneurs business ideas.



AQUACULTURE BUSINESS MENTORING PROGRAMME™

MENTORING PROGRAMME SCHEDULE

www.aquabt.com

Business and Technical Lectures

Business Development Plan

Shadowing the mentors Traineeship

Business Plan Review and Recommendations

TOPICS AND DISCIPLINES COVERED

- Introduction to aquaculture
- Aquaculture business models
- Global overview of the aquaculture and seafood industry
- Technical aquaculture
- Risk analysis and assessment
- New technological developments
- Project finance and financial management
- Overview of the available funding schemes (EMFF, etc.)
- Business internationalisation and market preparedness
- Business development
- Innovation in aquaculture
- Investment guidelines
- Marketing the business
- Case studies
- Good business practices
- Seafood processing
- Development of a specialised business and marketing plan
- Traineeship - shadowing the mentors (2 weeks)
- Business plan assessment and review by the mentors - detailed analysis
- Mentors guidance for the next steps of the investment
- Certifications

REGISTRATION

You may register by filling out the online application form available on the webpage of the **Aquaculture Business Mentoring Programme™** along with a copy of your CV, a cover letter and an outline of your business idea. Following the application an interview by the team of Mentors will follow. Within fifteen (15) working days you will be notified about the outcome of your application. The maximum number of participants per course will be three (3).

COURSE FEE: TBD*

The course fee includes the following:

- Mentoring Programme
- Business Plan Review
- Traineeship

ADMISSION CRITERIA

The minimum requirements of the applicant are:

- EU citizens or eligible for Schengen Visa
- Good command of the English language
- BSc/BA in a relevant field

*EUROMED INVEST FINANCIAL SUPPORT

We highly recommend for the applicants to apply for financial support through the **Mentoring Programme for Companies and Entrepreneurs** of EUROMED Invest. In case you would like to apply for the financial assistance provided, please fill out the relevant EUROMED Invest form along with your application.